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United States Department of Agriculture,

SECTION OF FOREIGN MARKETS.

[Under the immediate supervision of the Secretary of Agriculture.]

THE MANCHESTER DISTRICT OF ENGLAND AS A MARKET FOR AMERICAN PRODUCTS.

[The city of Manchester, situated in the southeastern corner of Lancashire, England, 31 miles east of Liverpool and 187 northwest of London, is the acknowledged center of the greatest manufacturing district of the world. In and about this city are located two-thirds of the cotton manufactories of the United Kingdom. It is also the seat of numerous other important industries, such as machine and boiler making, iron founding, chemical works, silk works, and the manufacture of all kinds of animal and vegetable fibers. Besides the great industries to be supplied with the materials of manufacture, there is a vast population to be fed, the people of Manchester and the adjoining city of Salford together numbering over 700,000, the largest urban center in the United Kingdom excepting that of London, while the total population of the great industrial area surrounding Manchester reaches fully 7,000,000. This vast working community includes 151 towns, each of which is extensively engaged in manufacturing. Of these towns there are eleven which have a population exceeding 100,000, and about 100 with a population of more than 10,000. The food requirements of this densely populated, non-agricultural region are enormous, and the city of Manchester is the natural center of distribution. Manchester's trade has been carried on chiefly by the way of Liverpool. Through this important port almost exclusively have come the great quantities of foodstuffs and materials for manufacture necessary to meet the demands of the Manchester district. Formerly these goods had to be unloaded at Liverpool and shipped to Manchester by rail, a proceeding which considerably enhanced their cost, owing to the payment of Liverpool dock dues and the high charges of railway transportation. This tax upon the commerce of Manchester has recently been removed by the construction of a great ship canal between that city and the Mersey estuary. By means of this waterway leading directly to the sea, Manchester and the numerous towns adjoining are able to enjoy all the advantages of maritime trade. The increased importance of the Manchester district as a field for the disposal of raw materials, breadstuffs, and provisions is therefore apparent, and the following report prepared by Mr. Wm. F. Grinnell, the United States consul at Manchester, will be well worth the attention of the American producer.]

The Manchester consular district, situated in one of the most thickly populated divisions of England, affords excellent openings to agriculturists, millers, and fish, flesh, and fruit packing companies in the United States for the exportation and sale of their respective commodities. More especially is this district a favored point now that the Manchester Ship Canal is in working order, for by means of it goods of all kinds may be expeditiously delivered into the very heart of the district at a cost considerably below that which would be paid were the goods shipped to Liverpool and thence by rail to Manchester.

To show more clearly the saving in carriage thus made, I submit herewith a table exhibiting the comparative rates and charges paid for transporting certain commodities from ship at Liverpool to Manchester by rail, and from Liverpool to Manchester by the ship canal:

Cost per ton of transporting certain articles from ship at Liverpool to Manchester by railway and from Liverpool to Manchester by ship canal, respectively.

Articles.	Cost of transportation.		Saving effected by the ship canal.
	From ship at Liverpool to Manchester by railway. (*a*)	From Liverpool to Manchester by ship canal. (*b*)	
	Per ton.	*Per ton.*	*Per ton.*
Cotton	$3.32	$1.52	$1.80
Apples	3.71	1.21	2.50
Oranges	3.58	1.46	2.12
Tomatoes	4.52	1.46	3.06
Iron ore	1.68	.24	1.34
Oil in casks, in Class 1 (R. C. H. C.)	3.36	1.15	2.21
Butter	3.77	1 52	2.25
Cheese	3.58	1.52	2.06
Bacon and hams	3.65	1.52	2.13
Tinned meats	4.23	1.52	2.71
Tea	4.54	1.76	2.78
Sugar, in bags or casks	2.96	1.15	1.81
Paper	3.65	1.27	2.38
Tallow	3.28	1.15	2.13
Dyewoods	2.71	.97	1.74
Timber (logs)	2.55	.91	1.64
Deals, battens, and boards	2.16	.73	1.43
Furniture wood, mahogany, etc.	3.00	.97	2.03
Wool	3.97	1.52	2.45
Wood pulp (dry)	2.47	.91	1.56
Wood pulp (wet—containing 50 per cent of moisture)	2.47	.66	1.81
Grain and wheat, in sacks	2.39	.85	1.54
Flour	2.61	.91	1.70
Onions	3.32	.97	2.35

(*a*) Comprising Liverpool dock and town dues, master porterage, quay attendance and forwarding, cartage to railway station, railway carriage to station at Manchester, and charges to cart.

(*b*) Comprising Manchester Ship Canal tolls, wharfage, and landing charges through quay to cart.

The ship canal has been deepened during the last two years to a depth of 26 feet and is thus capable of allowing large merchant vessels to reach the city without any risk or waste of time. To show the capabilities of this great waterway it may be stated that steamers having a total depth (deck to keel) of 29 feet and a gross tonnage of over 3,500 have frequently been discharged and loaded at the Manchester docks, 36 miles from Liverpool.

The existence of such facilities and advantages, open to all foreign growers and dealers in marketable commodities, for placing their goods directly in the midst of a population of over 7,500,000 and at the same time establishing a direct market in one of the finest commercial centers of the world, should somewhat help to bestir the large millers, growers of cereals, and the packers of tinned fish, meat, and fruit to the many opportunities held out to them by a district so favorably situated, so thickly populated, and so easy of communication.

It should further be stated that the Manchester corporation, which has taken upon its own responsibility the task of providing space and places for the storage of perishable goods, has only recently opened one of the finest cool stores and chill rooms in England. The site of the

stores has been selected in a most convenient situation for the purpose of accommodating the ever-increasing importations of frozen and perishable goods coming from the British colonies and from North and South America via the Manchester canal and railway systems. The site is within fifteen minutes of the Manchester docks, near all the principal markets of Manchester and Salford, and within a few minutes of the principal railway depots. At no great length of time railway communication will be established direct to the premises. Ample provision is made in these stores for the storage of bacon, fish, butter, cheese, and goods of a similar nature, and any of the chambers may, when necessary, be used for frozen goods. The premises are provided with new and improved machinery, including hydraulic apparatus, and are fitted up with electric light and all other conveniences necessary for every trade requirement. The following are some of the goods which can be stored successfully and the rates charged for their storage:

Beasts—36 cents for each carcass for the first 24 hours, and 24 cents for every 24 hours or portion of 24 hours afterwards.
Calves—18 cents each for the first 24 hours, and 12 cents for every 24 hours or portion of 24 hours afterwards.
Sheep—8 cents for the first 24 hours, and 6 cents for every 24 hours or portion of 24 hours afterwards.
Pigs—12 cents each for the first 24 hours, and 8 cents for every 24 hours or portion of 24 hours afterwards.

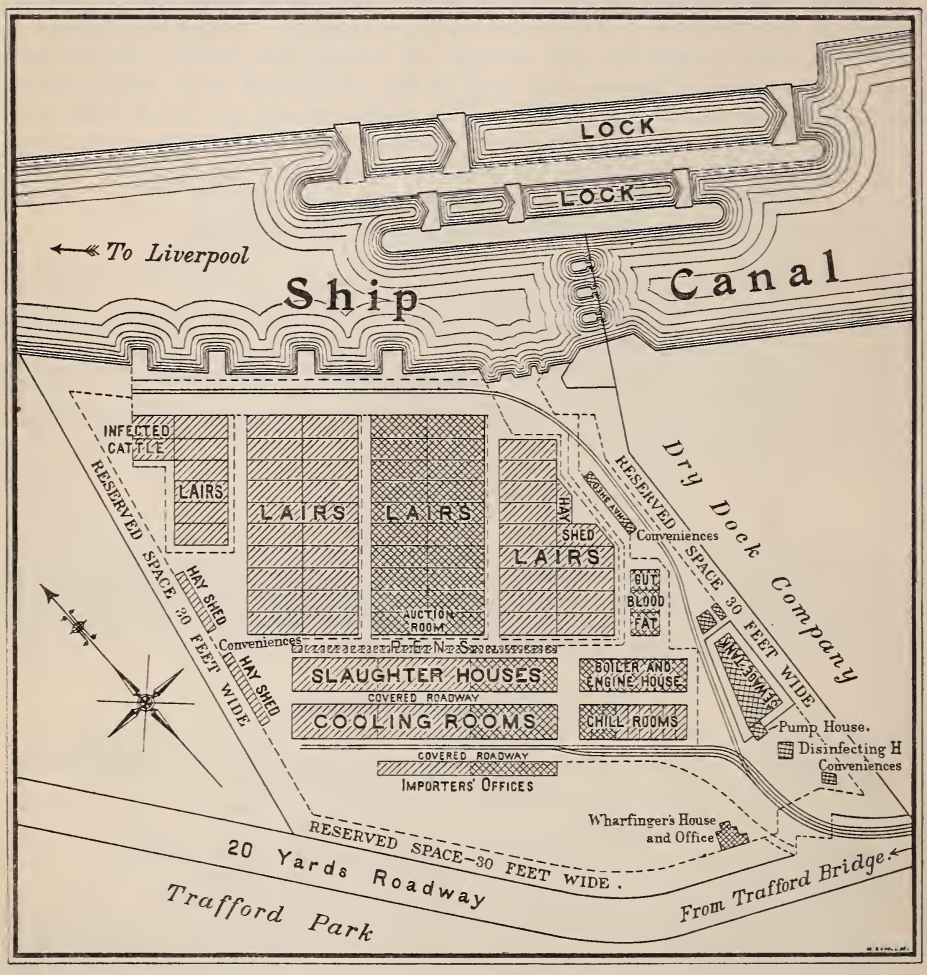
Chilled and refrigerated meats.

Beef—Quarters (15 and upwards), per week or portion thereof, 18 cents each, or $\frac{1}{4}$ of a cent per pound per month of 28 days or portion thereof, at the storer's option, but in all cases terms must be arranged before storing to prevent disputes.
Sheep—In lots of 50 or less per week or portion thereof 8 cents each; larger quantities for 28 days or portion thereof $\frac{1}{4}$ of a cent per pound.

Home-killed meat and other goods.

Beef, veal, mutton, lamb, pork—$\frac{1}{5}$ of a cent per pound per week or any part thereof.
Beasts' heads—3 cents each per week or any part thereof.
Calves' heads, sheep's heads, pigs' heads—2 cents each per week or any part thereof.
Beasts' plucks—4 cents each per week or any part thereof.
Beasts' livers, beasts' hearts—2 cents each per week or any part thereof.
Beasts' tails—8 cents per dozen per week or any part thereof.
Sheep and pigs' plucks—2 cents each per week or any part thereof.
Fish—Large boxes, not exceeding 2 cwt., 36 cents per box per week, and 18 cents per box for following week or any part thereof. Half boxes, not exceeding 1 cwt., 24 cents per box per week and 12 cents per box for following week or any part thereof. Kits, 12 cents to 24 cents per week or any part thereof. *Finnan haddock*—2 cents to 6 cents per box. *Kippers*—2 cents to 4 cents per box. *Salmon*—4 cents each and upwards. *Other loose fish*—2 cents each and upwards. *Sparlings*—8 cents per dozen baskets per week or any part thereof.
Poultry, game, etc.—In packages not exceeding $\frac{1}{2}$ cwt., 12 cents per week or any part thereof.
Hares—3 cents each or 24 cents per dozen.
Rabbits—1 cent each or 12 cents per dozen.
Pheasants—3 cents per brace.
Grouse and partridges—2 cents per brace.
Turkeys—4 cents each.
Geese—4 cents each.
Ducks—2 cents each.
Fowls—3 cents per couple, per week or any part thereof.
Butter and cheese—$\frac{1}{4}$ of a cent per pound for 28 days or any part thereof.
Eggs—By arrangement.

The Manchester Corporation has further shown its ability to cope with the ever increasing demand for foreign productions in this district by the erection of suitable buildings and accommodations for foreign animals. The establishment will be capable of accommodating 3,000 head of cattle. The general arrangement of the buildings is shown in the accompanying block plan.



The site of the buildings adjoins the Mode Wheel Dry Dock and the Manchester Ship Canal, upon which it has a frontage of 265 yards. It is approached on the south side by a roadway 20 yards wide which leads to the Trafford Road Swing Bridge and thence to the city.

On the frontage of the ship canal a wharf is in course of construction, with four jetties, so arranged as to give good facilities for landing from docks at varying levels. A portable steam crane and other appliances will be provided. On the remaining three sides the site is inclosed by a double fence, with an intervening space of 30 feet, in accordance with the regulations of the board of agriculture.

The railways are laid contiguous to the wharf and cooling rooms, and are connected by means of the Ship Canal Railway with the systems of the various railway companies.

The lairs cover a large portion of the site nearest to the canal. They consist of a series of compartments, each capable of accommodating 50 cattle, and are fitted with brick divisions, with sliding doors between each alternate compartment, for the purpose of isolating the cattle in lots of 100. The external walls are of brick, and the roofs of slate and steel. These buildings are well lighted, drained, and ventilated. The fittings, viz, posts, rails, feeding troughs, etc., are of the most approved construction. The floors are paved with brick on a concrete foundation. Passages for access for feeding and inspecting the cattle are arranged with " refuge " gates at each entrance.

The cattle roadways are fitted with strong cast-iron posts and wood cross-rails, with gates opposite the lairage entrances for diverting the cattle in their passage from the ships as may be desired. These roadways are also provided with " refuges " at intervals for the safety of attendants. The pens are placed immediately in front of the slaughter houses, and are conveniently situated for the passage of the cattle from the lairs. The arrangements admit of cattle being driven from any lair to any desired pen. Two pens are provided for each slaughter-house. Tubs are provided for the reception of offal. These will be regularly removed on small trolleys. Special attention has been given to the sanitary condition and working of the buildings, and every facility is provided for cleanliness throughout.

The slaughter-houses are substantial buildings of brick and slate, with sliding doors, and are paved with self-faced Rochdale flags. A convenient arrangement of overhead runners is provided. The slaughter-houses will be fitted up in the most approved manner.

Opposite the slaughter-houses on the southwest are the cooling rooms. Each room is capable of holding 480 " sides " and is arranged for convenience of inspection. A system of overhead runners is provided in these buildings. The runners pass from thence beneath a covered roadway to the chill rooms, where the most modern arrangements for weighing have been fixed.

A most important and convenient arrangement consists of a row of buildings intended for use as importers' offices forming the opposite or southeast side of the covered way.

The chill rooms are being erected on the east side of the cooling rooms. The overhead runners are carried through these rooms also. The most approved method of chilling has been adopted. The pumps and boilers and the machinery used in connection with the cooling rooms and for electric lighting, pumping, etc., are placed in a building close to the chill rooms.

A wharfinger's house and offices will be erected at the south end of the site, adjoining the main entrance. A cattle auction room is placed at the end of the lairage buildings, and a disinfecting house, sanitary conveniences, hay sheds, stores, etc., will be erected in convenient positions.

All of the buildings and roadways will be lighted by electricity. The roadways and wharf will be lighted by arc lamps of 1,200 candle power. The slaughter-houses, meat markets, chill rooms, and other buildings will be lighted by incandescent lamps. The corporation has given most careful consideration to the requirements of the trade, and in all details the convenience and comfort of those using the wharf have been studied. The levels of the site with respect to the ship canal are most suitable, and the gradients of the road leading from the wharf to the city are excellent.

PRICES.

The prices of the various commodities in England are subject to such fluctuations that their quotation is of little practical use to growers and exporters in the United States. The only prices to be obtained are those printed in the commercial papers day by day, and when these become a week old they are of little value to foreigners. The shipments from the continent of Europe are mostly made on consignment and are sold at the market rate upon arrival here by the agents of the exporters. American growers and exporters would have but little satisfaction in making their shipments to dealers at a stated price. The invariable rule is to ship direct to first-class commission houses here, and rely upon their judgment in obtaining for the commodities the best market price.

CRITICISMS.

Criticisms are not publicly made in the newspapers here. The quality of the article placed upon the market is subject to criticism by individual buyers, but not by the daily market reports. In a great many instances, foreign goods, such as bacon, butter, eggs, lard, cheese, beef, and mutton, are extensively sold to the public by the retailers as prime English, and in most cases the quality is such as to almost defy detection. American cheese should be packed more carefully; little attention seems to be paid to this important point; the boxes should be either made to fit the cheese or the space around the cheese and box should be filled with dry straw finely chopped.

With regard to most of the articles shipped to England from the United States it may be said that they arrive in excellent condition. To enable the United States produce to reach the seven and a half million consumers in this district with as little delay as possible and at the minimum cost, consignors should instruct their shippers to forward direct per steamer to Manchester via the ship canal.

Packers of tinned salmon and lobster would do well to put up their goods in round, flat tins instead of the elongated ones now used. A more extensive sale of the former is generally acknowledged by all dealers here.

CEREALS.

More than a third of the wheat imported into the United Kingdom comes from the United States, principally through Liverpool, and is mainly consumed in this consular district. Over two-thirds of the imported flour, nearly one-half of the fresh and canned meats, three-fourths of the bacon and hams, and practically all of the lard imports are also from the United States.

There are no figures showing the exact consumption of American products in this consular district, but the accompanying table will serve to indicate the exceptional demand in this district for foreign products:

Quantity of certain articles imported into the United Kingdom from all countries in 1894, proportion of such imports coming from the United States, and estimated proportion attaching to the Manchester consular district.

	Quantity of certain articles imported into the United Kingdom from all other countries in 1894.	Proportion imported from the United States.		Estimated proportion attaching to the Manchester district.
	Number.	*Number.*	*Per cent.*	*Number.*
Cattle	475,440	381,932	80.33	54,027
Horses	22,866	4,843	21.18	2,599
Sheep	484,597	198,138	40.89	55,059
Total	982,903	584,913	59.51	111,685
	Tons.	*Tons.*		*Tons.*
Wheat	3,506,402	1,239,912	35.36	398,454
Corn or maize	1,768,252	478,553	27.06	200,960
Barley	1,562,069	75,738	4.85	175,135
Oats	748,961	1,989	.27	85,109
Flour	956,730	796,274	83.23	100,729
Butter	128,742	1,495	1.16	14,630
Cheese	163,507	36,217	22.15	18,485
Meats (fresh and canned)	291,962	132,348	45 34	33,177
Bacon and hams	241,469	182,324	75.50	27,440
Lard	70,026	68,734	98.15	8,958
Margarin	55,466	126	.23	6,302
Fish	127,794	14,055	11.00	14,521
Rice	259,742	174	.07	29,516
Sugar (refined)	697,235	1,060	.15	79,219
Sugar (unrefined)	715,300	751	.11	81,284
Total	11,293,657	3,029,750	26.83	1,273,919

It will thus be seen that consumers in this consular district depend very largely upon over-sea supplies for food stuffs and the raw material required for manufacture.

COTTON.

The United Kingdom is largely dependent upon the United States as a source of cotton supply. Liverpool is the principal port of discharge and the Manchester consular district is the principal scene of its consumption.

The industrial characteristics of this consular district and its environments have so displaced agriculture that supplies have to be imported either from other ports of the United Kingdom or from abroad, the economic conditions being such as to enable food stuffs to come across the ocean from America and elsewhere to the actual exclusion of home-grown produce.

The increasing magnitude of the local industries and other influences at work are in their combination causing the greater dependence of this district upon over-sea supplies, in which matter the United States figures very prominently. The influences referred to and the recent provision of a well-equipped first-class port at Manchester will have a tendency to foster the development of the American import trade in this district.

Table illustrating the density of the population in the vicinity of the Manchester Ship Canal and the Manchester consular district.

Counties.	Area in square miles.	Population in 1891.	Density of population per square mile.
Lancaster	2,042	3,958,000	1,938
Chester	1,006	708,000	704
Derby	872	432,000	496
Stafford	1,198	1,103,000	921
West Riding of York	2,773	2,464,000	889
Total	7,891	8,665,000	Mean 1,098

ARTICLES WHICH MIGHT BE ADVANTAGEOUSLY PRODUCED IN THE UNITED STATES FOR SHIPMENT TO ENGLAND AND ESPECIALLY TO THE MANCHESTER CONSULAR DISTRICT.

Beans for animal food are imported into this district from north Germany, the Baltic, and Egypt, but none from the United States. Suitable land for the cultivation of this important commodity should be found on the margins of rivers in the United States, where they could be grown to great advantage.

Pease, both white and mixed, importations of which now come to England from Canada, north Germany, the Baltic, and from Egypt, might also be cultivated in the United States to a larger extent than at present. Only a small quantity of pease are now sent from the United States to England. An effort by the western farmers of the United States would undoubtedly lead to the opening up of a very extensive market for this article in this district. The same may be said of blue pease (dry), used for human food, which now come principally from Holland, France, Germany, and New Zealand. Care should, however, be taken in the proper grading of these pease, for the consumers would very soon take exception to any inferior article of this kind placed upon the market.

Malting barley.—Many thousands of quarters of fine malting barley come from Hanover, Saale, and other districts of Germany to the thickly populated towns in this district. California is the principal State in the Union where this cereal is produced in quantity. There are other States favored by suitable climate and conditions where a perfect and heavy malting barley could be produced. Agriculturists in the United States would do well to give full consideration to the growth of this cereal.

Hops might also be cultivated in other States besides California. A higher quality of this product could without doubt be produced, and it could be put in better condition for shipment. Special care should be taken in handling and pocketing.

Wood pulp is another important commodity which finds an extensive market in Lancashire, the trade in which might be cultivated with advantage by the United States manufacturers.

Seeds of all kinds find a good market here. Besides flax and clover seed, which are grown extensively in a few States, the cultivation of rape, sunflower, millet, hemp, and bird seed is recommended, the demand for these varieties being very large in this district.

It is an important factor in the placing of all such commodities in the market, in order that they may receive more particular attention from the dealers here, that exceptional care be given to the grading and the condition in which they are put up before shipment.